

# RJ REYNOLDS

TOBACCO COMPANY

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**TO:** M. McHugh  
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G. Brown  
C. DiBenedetto  
M. Gambardella  
A. Groll

S. Grossberg  
F. Maney  
M. Richards  
A. Evanchik  
J. Mallardi  
F. Perez  
L. Wolfe

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**FROM:** James Guaneri  
Training & Development Manager  
New York Metro Region

**DATE:** December 3, 1997

**SUBJECT:** Adopt-A-Rep Program

On behalf of all those reps who were adopted, a great BIG Thanks!

Due to your input, the program was a success. Below is a recap:

- Total work-with: 40
- Adopted Retail Rep that resigned: 1

I have attached several PPRs for your review, as well as a letter from Retail Rep-E Christopher Maldonado regarding his feeling about this program.

Due to the favorable response, I will put together another program during the first quarter of 1998.

JG:ama  
Attachments

cc: D.L. Wilmesher  
M.A. Young  
R.J. O'Rourke

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